

BizNews

a monthly communication from economic development

NOVEMBER 2010



Maxx Performance to open facility in Roanoke

Maxx Performance announced Oct. 28 that it will open a research-and-development and manufacturing facility in the City of Roanoke, creating a projected 12 to 15 jobs over the next three years and investing up to \$700,000 in equipment. The company will be located in the former Valley Rich Dairy building on Aerial Way Drive.

Maxx Performance is the leading provider of microencapsulation/encapsulation technologies used by manufacturers of baked products, confectionary goods, dairy or meat products, nutritional supplements, and animal feed. The company's products mask taste and off-odors, extend shelf life, and enhance flavor and texture to help manufacturers overcome application and processing challenges, optimize product delivery, and improve time to market.

"Our new Virginia-based facility will house a state-of-the-art application test center where customers can evaluate our ingredients in their products and develop formulations that can be scaled up," said Dr. Winston Samuels, president and CEO. "It will also allow us to work with the brightest minds at Virginia Tech to innovate more of the practical applications our customers need to succeed. Locating our facility in Roanoke enables us to give back to the region some of what was

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'Field to Fork' holding premier networking event Nov. 1

Panel, exhibits, aim to cultivate connections between producers and buyers

"Field to Fork," the Roanoke Region's premier food networking event for local food producers and retail, commercial and institutional buyers, will be held Monday, Nov. 1, at the Claude Moore Education Complex and Dumas Center in downtown Roanoke.

The purpose of the event is to facilitate connections between local food producers and commercial buyers in the Roanoke region. While many private buyers already frequent the region's extensive farmers' markets to buy local food for their families, many retail, commercial and institutional buyers have yet to fully experience the region's available food resources. This event is for local farmers, restaurants, grocers, bed-and-breakfasts, schools, retirement communities, and other local businesses interested in sourcing new products and learning what the region's producers have to offer.

The event is organized by VT EarthWorks, Virginia Cooperative Extension, Jamisons' Orchard, Runner-bean.com, Roanoke Natural Foods Cooperative, Ferrum College, the Vir-

ginia Department of Agriculture and Consumer Services, Virginia Tech, Virginia State University, and the economic development offices of the City of Roanoke and Roanoke County. Generous financial and in-kind support has been given from the city, Roanoke County, City of Salem, The Roanoke Regional Partnership, VA FAIRS, Virginia Department of Agriculture and Consumer Services, Town of Vinton, Virginia Western Community College and Virginia Tech, and other local businesses including Glenn, Feldmann, Darby & Goodlatte, Bread Craft, Alexander's Restaurant, The Carpet Shops, Aztec Rental and Robert Natt Productions.

The purchase and consumption of locally grown foods contributes to the environmental, economic, and good health of our region. By providing a space where local growers and buyers can meet and network, organizers hope to help cultivate relationships to ultimately ignite and sustain a local foods movement in the greater Roanoke Valley region.

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Spotlight on Business: Azar and Gone Coco

Market Building vendors collaborate to create win-win with new location

Knowing they had to vacate Roanoke's Historic Market Building in September, the owners of two local retail shops put their heads together to make their lives a bit simpler. They merged their two fine specialties, jewelry and women's clothing and accessories, to keep the retail mix downtown in Roanoke's Market Square. Both retailers, previously located on "Short" Market Street as part of the Market Building tenant mix, simply found rental space for lease in the next block of Market Street and moved together. Here, they continue meeting the needs of downtown shoppers with their great merchandise.

Tony and Elias Azar, owners of Azar Jewelry Inc., and Susan Moses and son, Zak Mogul, owners of Gone Coco, are pleased with their decision to combine forces. "We are happy with the new arrangement, and due to our corner location customers can find us easily," states Zak Mogul of Gone Coco.

Customer Carolyn Cleiland says the shop is great and she loves the fact there is more space. "I'm glad they are here," says Cleiland.

Tony Azar believes the new location offers the opportunity to do as well, if not better, than the former location. "There is more exposure for our custom work and special orders," he says.

The 3,100-square-foot retail store is located at 302 Market St. at the corner of Kirk Avenue. Azar Jewelry Inc. specializes in appraisals, engraving, custom design and jewelry repairs. Gone Coco is known for unique ladies' clothing, accessories and a fabulous collection of Hobo handbags. Both retailers look forward to your visit at their new location!



Former Market Building tenants Azar Jewelry and Gone Coco now share space on the corner of Market Street and Kirk Avenue.

Upcoming Training & Events

Tuesday, Nov. 9 • 9 a.m.-2 p.m.

EXPORT 303: EXPORT COMPLIANCE & THE AUTOMATED EXPORT SYSTEM

This free seminar presented by the Virginia Economic Development Partnership International Trade Division features Omari Wooden, Foreign Trade Ombudsman for the U.S. Census Bureau. Omari will explain how to prepare, file and troubleshoot your Electronic Export Information (EEI) via the Automated Export System (AES).

Location: Montgomery County Government Center, 755 Roanoke St., Christiansburg, County Administration Conference Room (2nd floor).

Cost: Free. Class is limited to 20 participants. Registration deadline is **Nov. 5.**

Information/Registration: Register by visiting <http://virginiascan.yesvirginia.org/forms/Export303Registration.aspx>. For questions, contact Ralph Torning at 434.582.5182 or rtorning@yesvirginia.org.

Wednesday, Nov. 10 • 4-5:30 p.m.

BUSINESS BASICS

Interested in starting your own business and need guidance on how to begin? Learn what it takes to be a successful entrepreneur at this seminar for prospective business owners. Learn about business plans, marketing strategies, forms of organization and more.

Location: Roanoke Regional Chamber of Commerce boardroom, 210 S. Jefferson St.

Cost: \$10/person. Prepayment and registration required by Monday, **Nov. 8.**

Information/Registration: Call 540.983.0717, ext. 239, or e-mail sbdc@roanokechamber.org.

Thursday, Nov. 11 • 7:15-9 a.m.

TECH & TOAST: ISO INSIGHTS FOR INNOVATORS

If you're a small tech firm, ISO standards might not be at the top of your priority list and the term "ISO" might conjure up rigorous guidelines and document-heavy processes. But ISO is becoming ever more important. Tech industry giants and the federal government are considering new ISO requirements for suppliers and industry partners. Fortunately, modern ISO places more emphasis on systems that add value to the organization and less emphasis on documentation. In addition to being president of his own firm, Roy D'Ardenne is a lead auditor and trainer for BSi, the *de facto* leader in international management standards and

Neathawk, Dubuque & Packett wins national award

Airports Council International recognizes Roanoke Regional Airport website

Roanoke Regional Airport, represented by advertising agency Neathawk Dubuque & Packett (ND&P), was awarded second place in the websites category in October at the Airports Council International (ACI) - North America's 2010 Excellence in Marketing & Communication Contest. This year's contest had more than 250 entries evaluated by 20 judges from around the world.

"The ACI contest is very competitive and we are up against airports with multi-hundred-thousand dollar budgets," said Sherry Wallace, Manager of Marketing and Air Service Development at the Roanoke Regional Airport. "This win is very exciting for us, and we couldn't have done it without ND&P."

ND&P provides Roanoke Regional Airport with advertising and public relations services including interactive, creative, social media and media relations.

Roanoke Regional Airport is western Virginia's only full-service airport, offering more than 50 scheduled flights daily with nonstop service from Roanoke to nine major cities. US Airways, United Airlines and Delta are some of the major airlines that fly out of Roanoke Regional Airport every day. Allegiant Air also provides full-sized jets and frequent service to Florida.

ND&P is a full-service advertising, marketing, and public relations agency with offices in Roanoke and Richmond, Chattanooga, Tenn., Charlotte and Durham, N.C., and Tampa, Fla., with an array of clients including ITT Night Vision & Imaging, Virginia Tech, Advance Auto Parts, ATK Energetic Systems, HomeTown Bank, Massachusetts General Hospital, Volkswagen Group of America, Meggitt Training Systems, and The Jefferson Hotel. Visit their website at <http://www.ndp-agency.com/>.

Woods Rogers cited as 'first-tier' firm in national survey

Roanoke-based Woods Rogers PLC has been cited as a "first-tier" law firm in a nationwide survey compiled in U.S. News & World Report's inaugural "Best Law Firms" edition. U.S. News and Best Lawyers, the leading survey of lawyers worldwide, created the report, which is available online at www.usnews.com/bestlawfirms.

The "Best Law Firms" report was based on surveys of nearly 9,000 lawyers and 9,500 clients, including representatives of every Fortune 100 and more than half of Fortune 1000 companies. Clients and peers evaluated firms in areas such as responsiveness, understanding of business needs, cost-effectiveness, integrity, and civility, as well as whether they would refer a matter to the firm and/or consider the firm a worthy competitor.

Based on these criteria, Woods Rogers claimed 25 top-tier practice area rankings — the most top-tier rankings for any law office in Roanoke, and among the most for any law office across Virginia.

"We were delighted to learn the results of the survey," said Nicholas C. Conte, Chairman of

the Board of Woods Rogers. "We take a lot of pride in the excellence of our client service. Recognition like this validates the traditions of service and value we have built over the past 117 years."

The firm's Roanoke office received "top-tier" citations in the following categories:

- Administrative/regulatory law
- Antitrust law
- Bankruptcy and creditor debtor rights/insolvency and reorganization law
- Construction law
- Corporate law
- White-collar criminal defense
- Employee benefits law
- Employment law-management
- Energy law
- Environmental law
- General commercial litigation
- Health care law
- Insurance law
- Labor law-management
- Land use and zoning law
- Media and First Amendment law
- Personal injury litigation-defendants

Training & Events, cont'd

certifications. He is also a certified lead auditor for RABQSA and IRCA. This presentation will be valuable whether you are already ISO-certified or certification is something you plan to pursue down the line.

Discussion points and take-aways:

- Learn how to make ISO work for you without burying yourself in process and paperwork.
- Coming ISO standards: Information security and business continuity.
- Things to think about if you might be pursuing ISO certification in the future.
- Get insights about how ISO may directly affect the future of your business.

Location: Holiday Inn Airport.

Cost: \$20/person, members; \$30/person, non-members; \$30 at the door for all. Price includes breakfast. If you make a reservation and need to cancel, please do so at least 48 hours in advance to avoid charge.

Information/Registration: Please register at <http://www.thetechnologycouncil.com/toast>.

Tuesday, Nov. 16 • 9 a.m.-noon

ACCESS TO CAPITAL: PITCH & POLISH CLINIC

Pitch & Polish provides an entrepreneur with an opportunity to give a 10-minute investor pitch and receive feedback on how to improve. This is an open opportunity to any tech-related company seeking early-stage investment and is the first step to accessing capital. Pitch & Polish clinics are held monthly. Candidates must submit documentation prior to the event.

Location: NCTC offices, 2nd floor conference room, 2000 Kraft Dr., Blacksburg.

Cost: Free.

Information/Registration: Call 540.445.9232, or visit <http://www.thetechnologycouncil.com/pitch>.

MARK YOUR CALENDARS NOW!

Tuesday, Dec. 28 • 9 a.m.-noon

FIFTH ANNUAL ROANOKE HOLIDAY CAREER AND LIFESTYLE FAIR

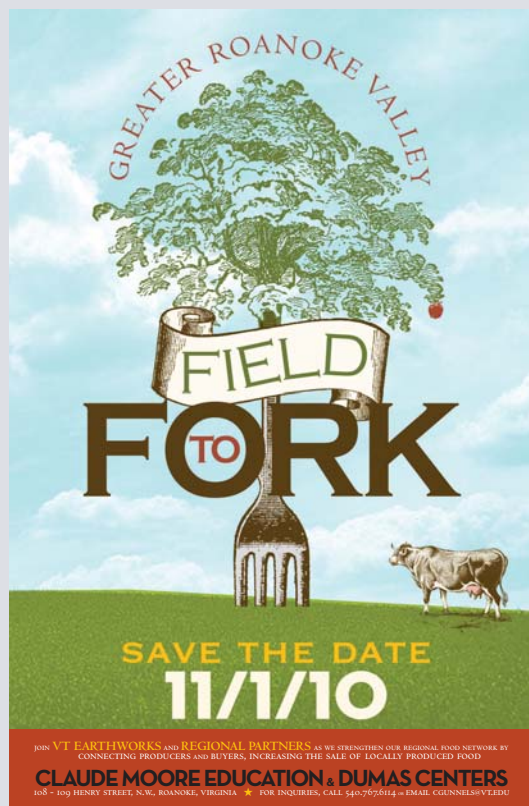
Employers and employees connect at this popular annual networking event! Complimentary booth space for participating businesses and organizations is limited, so please register early.

Location: Roanoke Civic Center Exhibit Hall.

Cost: Free.

Information/Registration: Contact Lisa Soltis at 540.853.1694 or lisa.soltis@roanokeva.gov.

Field to Fork, from page 1



Christy Gabbard, director of VT EarthWorks, stated, "By bringing together producers and buyers in the same room, we will increase the availability of fresh, local food while supporting our hard working producers, and keeping money circulating in our community."

Prior to the event, new farmers will be invited to an hour-long overview at 2 p.m. of resources and services available to support their efforts. The main event begins formally at 3 p.m. with a panel and interactive discussion with the audience on best practices for successfully buying and selling locally grown food. The panel features individuals who have successfully bought, produced and/or distributed local food within the Commonwealth and includes Christopher Carpenter from Washington and Lee University, Craig Rogers of Border Springs Farm, Michael Martin with Ferrum College, Chef Jeff Farmer of Lucky, and others.

Following the panel discussion, guests will have the opportunity to network with one another. Farmers are asked to bring information about the products they offer, while

buyers are asked to bring a product wish list including information about quantity and price-point needs.

The event will culminate with a dinner prepared by the Culinary Institute at Virginia Western Community College featuring local foods purchased from or donated by event attendees. Dinner will be served at 7 p.m. under a tent located in the center of Henry Street NW. The cost of the entire event is \$20 per person.

Organizers expect Field to Fork to be a fun and informative event to make new connections for both farmers and purchasers, and to enhance the economic, environmental, and public health of our region. "We have pulled together a creative planning team and have designed Field to Fork to be fun and informative, while creating space for business relations to be born," says Gabbard.

For more information, please visit www.roanokefieldtofork.com or contact Christy Gabbard, Director of VT EarthWorks, at 540.767.6114.

Roanoke picks up two awards at annual Neighborhood Conference

The City of Roanoke is pleased to announce two awards from the 11th annual Virginia Statewide Neighborhood Conference (VSNC) held Sept. 23-25 at the Hotel Roanoke.

The Roanoke Neighborhood Revitalization Partnership/Hurt Park was the recipient of the 2010 VSNC Neighborhood Project of the Year award. The Partnership — a unique consortium comprised of the Roanoke Redevelopment and Housing Authority, Total Action Against Poverty, Blue Ridge Housing Development Corporation, Rebuilding Together Roanoke, and Habitat for Humanity — was formed to improve housing and other conditions in the Hurt Park neighborhood. Working together with the City of Roanoke and the Hurt Park Neighborhood Alliance, the Partnership has constructed 40 new townhouses and 13 new single-family homes, provided owner-occupied rehabilitation for 56 homeowners, and demolished eight derelict and blighted structures, in addition to enhancing opportunities for home ownership and improving the relationship between residents and local government, among other accomplishments.

Old Southwest Inc. (OSW) was the recipient of the 2010 VSNC Neighborhood Organization of the Year award. OSW was created by concerned residents to protect and maintain the historic integrity of Roanoke's Old Southwest neighborhood. In 1979, the first annual Holiday Parlor Tour of Homes was created to help raise funds to save the historic Alexander-Gish House, which has become a focal point of the neighborhood. Today, funds raised from the annual Parlor Tour support OSW's Neighbors Helping Neighbors initiative, National Night Out activities, the Preservation Award Program, and various other neighborhood enhancement projects.

The Virginia Statewide Neighborhood Conference is an annual event that brings together neighborhood residents, elected officials, nonprofits, businesses, youth and municipal employees from across the Commonwealth to network and learn best practices. For additional information, visit the conference website at www.vsnc.org or call Bob Clement, the city's Neighborhood Services Coordinator, at 540.853.5210.

Featured BizLink: EPA Brownfields Revolving Loan Fund Grant

The City of Roanoke is an EPA-selected community for a brownfields revolving loan fund grant. This grant is used to capitalize a revolving loan fund from which the City of Roanoke will provide loans and sub-grants to support clean-up activities at sites contaminated with hazardous substances. Grant funds will be used to market and operate the revolving loan fund, plan and oversee cleanups, and support community outreach activities.

For more information, please call 540.853.5808.

Organizations team up for successful e-waste event

On Sept. 18, 1-800-GOT-JUNK?, in partnership with Roanoke Natural Foods Co-Op, Goodwill Industries of the Valleys, Clean Valley Council and Natural Awakenings Magazine, managed to save more than 8 tons of electronics from the landfill at their Fall Electronics Clean Out (ECO) Day.

In total, 172 people came out to donate or recycle at the event — the result of a discussion between 1-800-GOT-JUNK? franchise owner Jeff Sharpe and Ashley Hairfield of Natural Awakenings Magazine. Made possible through Goodwill's partnership with the Dell Reconnect Program and Universal Recycling Technologies, the event's success has spawned plans for future similar events throughout the area.

Sharpe stated, "I thought the first Fall ECO-Day in Grandin Village was a huge success. I was surprised how many local residents walked over their electronic items! I think this is a true testament of how important e-waste recycling is to this area. I heard nothing but positive comments all day long."

Events like this provide residents with an alternative to dumping old or broken electron-



E-waste is collected behind the Roanoke Natural Foods Co-Op at a special event in September. (Photo from 1-800-GOT-JUNK?)

ics into the trash. Instead of winding up in the landfill, leaching harmful compounds such as mercury, cadmium and lead into the earth, the items are given new homes, or are broken down into their component parts which can be recycled responsibly with minimal environmental impact.

The September event exceeded the expectations of all the organizations involved. Coming off of this eco-friendly success, Sharpe and his event partners are hopeful that future occasions will see the same kind of turnout, making Fall ECO-Day a dependable recycling option come next September and beyond.

Maxx Performance, from page 1

given to us while we were students at Virginia Tech."

Microencapsulation is at the leading edge in food formulation technology. For example, ingredients such as caffeine, green tea extract or certain vitamins and minerals can provide healthful benefits but affect how foods taste. Microencapsulation — containing these ingredients and their tastes in microscopic capsules — enables the tastes to be managed within a completed product and, for example, reduce the need for artificial sweeteners.

"We are delighted that Maxx Performance will be using state-of-the-art technology and producing a cutting-edge product here in the City of Roanoke," said City Manager Christopher Morrill.

Headquartered in Chester, N.Y., the company is a privately held firm established in 2004. The company is locating within Roanoke's Enterprise Zone and will be eligible to receive associated state and local incentives. Maxx Performance was assisted by the Roanoke Regional Partnership, City of Roanoke Economic Development Department, and Virginia Department of Business Assistance's Virginia Jobs Investment Program.

The Roanoke Regional Partnership markets Alleghany, Botetourt, Franklin and Roanoke counties, Roanoke, Salem, and Vinton, to new and expanding industry. Since 1983, the Partnership has assisted expansions and locations representing \$1.3 billion in new investment and nearly 14,000 direct new jobs in the region.



Local photographer featured in national magazine, YouTube

Publicity shines spotlight on Roanoke's vibrant music culture

As a follow-up to a recent print feature, Yamaha: All Access, a national music magazine, released a 4-minute behind-the-scenes video on Oct. 6 featuring Roanoke's Brett Winter Lemon's photo shoot in downtown Roanoke.

The shoot of singer/songwriter Diane Birch took place in June at the historic Patrick Henry Hotel prior to Birch's show at Kirk Avenue Music Hall, which drew a full house. Birch, a rising star sponsored by Yamaha Pianos, has made appearances on shows such as Jimmy Kimmel Live!, The Tonight Show with Jay Leno, and The Late Show with David Letterman.

The New Orleans-based editorial team for the publication spent two days in Roanoke preparing and scouting for the shoot which included a print and video element that can be viewed at <http://www.youtube.com/watch?v=OmXV3K5ecCg>.

"Yamaha: All Access was familiar with my work, so they selected Roanoke as their shoot location," says Lemon. "It is an honor to bring the cool cultural vibe of my hometown into the national spotlight."

Looking for an edgy contrast to the sleek black Yamaha piano, Lemon selected the raw interior of the historic Patrick Henry property at 617 South Jefferson St. "As a cornerstone of our city's history and a symbol of its revitalization, it just seemed like the perfect spot," says Lemon.

Magnets USA named Small Business of the Year

Steady increases in sales and employee growth earn award from Chamber

The Roanoke Regional Chamber of Commerce and Roanoke Regional Small Business Development Center have named Magnets USA the 2010 Small Business of the Year. The producer and seller of quality marketing and promotional magnet products was recognized at the Chamber's 24th Annual Small Business Awards dinner held Oct. 5 at The Hotel Roanoke and Conference Center, with an attendance of nearly 550. The annual awards showcase the accomplishments of the small business sector, which comprises 99 percent of the area's business community.

In just 20 years, Magnets USA has grown from a one-person operation to a staff of 60 employees who produce and sell marketing and promotional magnetic products ranging from business-card magnets to padded calendars. From its humble beginnings, Magnets USA has grown to become the major promotional magnet supplier for the real estate industry, as well as serving many other small businesses.

"As in years past, the selection committee was faced with a very difficult decision because of the number of outstanding companies represented in the competition," said Joyce Waugh, president of the Roanoke Regional Chamber of Commerce. "The Small Business Awards selection committee was impressed with how Magnets USA has evolved into such a profitable and productive business."

A committee of local business people evaluates nominees in terms of increased sales, employee growth, staying power, innovativeness, and contributions to the community. To be eligible, companies must meet SBA small business standards and be at least three years old.

Award winners by category are:

- Small Business Advocate: Sam English, partner, CIE Partners
- Small Business Veteran of the Year: Dr. Garrett Thompson, Thompson Family Chiropractic
- Construction/Real Estate: Breakell Inc., which has continued to grow and prosper in economically challenging times while being a leader in "green" construction
- Manufacturing: The Mennel Milling Company of Virginia, the largest processor of Virginia-grown wheat in the Commonwealth
- Micro-Business: All Star Impressions, the premier recognition awards provider in Southwest Virginia with one-of-a-kind awards, gifts, signs and custom-designed pieces
- Technology: HyperGen Inc., which provides customized and specialized IT services and software solutions to clients throughout the nation
- Business-to-Business Services: Magnets USA
- Business-to-Consumer Services: SERVPRO of Roanoke, Montgomery and Pulaski Counties, which provides specialty cleaning services, such as fire and water cleanup and restoration
- Wholesale/Retail: chocolatepaper, selling gourmet chocolates, distinctive greeting cards, and gifts at its two Roanoke locations
- Legacy Award: Lanford Brothers Company, which has operated as a general contractor specializing in highway and industrial asset maintenance for the past 50 years
- Not-For-Profit Arts & Culture: Virginia Museum of Transportation, which celebrates and preserves the hard work and ingenuity of the transportation industry
- Not-For-Profit Health & Human Services: The Rescue Mission of Roanoke, which has offered emergency shelter, meals, a free clinic, and educational assistance to the homeless for more than six decades



Alan Turner, co-owner of Magnets USA, receives the Business-to-Business Services Small Business of the Year award from Joyce Waugh, president of the Roanoke Regional Chamber of Commerce, at the Chamber's annual awards banquet Oct. 5. (Photo by Jim Markey Photography)

Previous Small Business of the Year winners include Home Instead Senior Care (2009), Virginia Prosthetics (2008), Luna Innovations (2007), Blue Ridge Medical Imaging (2006), Plastics One (2005), Virginia Furniture Market (2004), and R & K Engineering (2003).

The Roanoke Regional Chamber of Commerce, established in 1889, has more than 1,200 member firms. The Chamber serves its members with advocacy, networking, information, and business assistance programs that maintain a strong business climate in the greater Roanoke region.

Woods Rogers, from page 3

- Product liability litigation-defendants
- Professional malpractice law-defendants
- Public finance law
- Railroad law
- Real estate law
- Tax law
- Timber law
- Trusts and estates law

The firm's Richmond office received top rankings in:

- Administrative/regulatory law
- Energy law

"To be recognized with 25 first-tier rankings compares favorably to many larger firms in bigger markets across Virginia and elsewhere," said Thomas R. Bagby, president of Woods Rogers. "In these tough economic times, corporate legal budgets have been frequent targets for belt-tightening initiatives. We are pleased to offer high quality legal services at lower costs than our larger, big-market competitors. It provides us with a significant competitive advantage, and has enabled us to expand at a time when many law firms are contracting."

In addition to the "Best Law Firms" ranking, Woods Rogers' individual attorneys also have garnered accolades. Thirty-three attorneys have been named in Best Lawyers in America for 2011; 15 attorneys were honored as "Super Lawyers" and five were honored as "Rising Stars" in Virginia Super Lawyers Magazine for 2010; and 16 attorneys were honored as 2009 Legal Elite by Virginia Business Magazine.

DEVELOPMENT OPPORTUNITY in ROANOKE NEAR I-581



Property at a Glance:

- Premier location featuring interstate frontage and visibility
- 15-acre site
- I-581/U.S. 220 frontage
- 76,000 vehicles a day
- Public water and sewer service (*see below*)
- Convenient to retail centers, downtown, hotels and Roanoke Regional Airport
- Enterprise Zone benefits

The City of Roanoke is owner of this prime, approximately 15-acre commercial property and will work with you to develop a stand-alone facility to meet your needs. The property is less than a half-mile from an interstate interchange, and is highly visible from I-581.

Nestled in the scenic Blue Ridge Mountains of western Virginia, the Roanoke Region is located midway between New York, N.Y., and Atlanta, Ga., on Interstate 81, near Interstates 64 and 77. The Region's labor supply is made up of the counties of Alleghany, Botetourt, Craig, Franklin, Roanoke, Rockbridge, Montgomery, Pulaski, Patrick and Henry and the cities of Covington, Roanoke, and Salem, and the Town of Vinton. The City of Roanoke is the center of one of Virginia's largest metropolitan regions, and a hub of transportation, finance, and industry for the western part of the state. This pleasant and economically diverse region is home to more than 315,000 people, and more than 1,000,000 use it as their regional center for health care, transportation, employment, shopping and entertainment.

This property is located in Enterprise Zone Two, which can provide your company with grant resources and fee rebates for locating a facility at the site:

- **Fire, Water and Sewer Hookup Grants:** Grants for fire, water and sewer hookup fees.

- **Building Permit and Comprehensive Development Review Fee Rebates:** A rebate up to 100 percent of Building Permit fees and Comprehensive Development Plan Review fees based on new building construction investment and/or building rehabilitation investment.

- **Job Creation Grant:** Qualifying businesses located within an Enterprise Zone may be entitled to \$500 - \$800 for all new positions created over four. (Please note: retail does not qualify.)

- **Real Property Investment Grants:** Businesses located in an Enterprise Zone may be eligible for a grant equal to 20 percent of qualified zone improvements. New construction projects require the owner to make a minimum investment beyond the minimum threshold of \$500,000. The real property improvement grant for projects costing less than \$5 million is limited to \$100,000 over a five-year period. Projects costing \$2 million or more may collect grants up to \$200,000 over a five-year period.

Proposals for this property are currently being accepted and must include intended use of the property, improvements the purchaser plans to make to the property, and suggested price. Submit your proposal to Lisa Soltis, Economic Development Specialist, 117 W. Church Ave., Roanoke, VA 24011, or e-mail lisa.soltis@roanokeva.gov. For more information, contact the Office of Economic Development at 540.853.2715.

Site Utilities

Water System: City of Roanoke
 Treatment Capacity: 33.5 mgd
 Excess Capacity: 15.8 mgd
 Main Line Size: 12"
 Static: 105 lbs
 Residual: 87 lbs
 Pressure: High

Sewer System: Tertiary treatment system at a regional plant
 Treatment Capacity: Present: 35 mgd
 Excess Capacity: 3 mgd

Power Provider: American Electric Power
 Voltage: 34.5 kV

Natural Gas Provider: Roanoke Gas
 Line Size: 4"

Solid Waste Disposal: Regional Landfill
 On-Site Pick-Up: Yes